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Jordan Ray

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Partner Spotlight:
Elizabeth Looney Photography

Remembering Lee McWaters



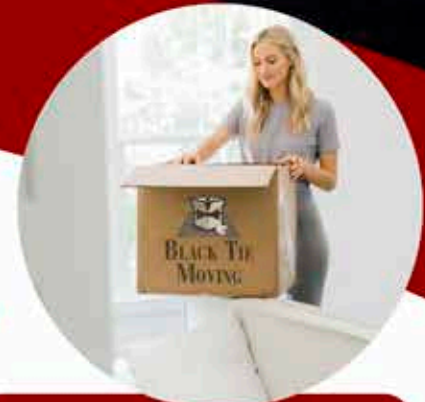
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Jeff White
Publisher



Ashley Streight
Content Coordinator



Elizabeth Looney
Photographer



Michael Berry
Photographer



Caleb Nelson
Photographer



Molly Cobane
Client Relations Specialist



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The heartbeat of Real Producers is to elevate the culture of our real estate community by inspiring us to know one another better, creating stronger connections, more trusted relationships, and more repeat business.

Congratulations to the Class of 2025! Your hard work, resilience, and dedication have earned you a place among the best. As a member of *Memphis Real Producers*, you will receive our monthly magazine right in your mailbox. Be sure to update your address to ensure you don't miss an issue! You also have the opportunity to be featured in the pages of Real Producers at absolutely no cost to you—this is not a "pay to play" model. Additionally, you will be invited to a variety of exclusive networking events throughout the year, bringing together the best in our industry for collaboration and connection. We look forward to seeing you there!



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MEET
Elizabeth Looney
PHOTOGRAPHY

BY JEFF WHITE
PHOTOS BY THAR WITH
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**FRAMING
THE FUTURE**

The perfect shot isn't always obvious at first glance. Sometimes, it takes stepping back, adjusting the angle, or finding the right light to reveal something extraordinary. For Elizabeth Looney-Scott, photography—and life—has always been about seeing the potential beyond the surface. Whether she's capturing a wedding, crafting a brand's visual identity, or restoring a historic church into her dream studio, Elizabeth has a gift for transforming challenges into opportunities.



A Memphis Upbringing
Elizabeth's story isn't your typical path to success. She was born in San Diego but adopted and raised in Memphis from birth, by parents Jennie and Carson Looney who always believed in her potential. Growing up, her father's work as an architect and her mother owning a specialty women's boutique instilled in her an appreciation for design and detail—elements that would later shape her career in photography. But the road wasn't always smooth.

Learning challenges stemming from her birth mother's substance abuse made regular school a struggle. At one point, her parents were told by a professional that she might not ever graduate. But Elizabeth and her parents refused to let labels define her. Pressing forward it was decided that homeschooling was the best option. After obtaining her high school degree she received a subsequent scholarship to the University of Mobile where she sang with the "Voices of Mobile" and earned a degree



in Worship Leadership. Her faith became her foundation, and through her studies, she cultivated a deep passion for worshipping God—a passion that continues to influence every aspect of her life. Then, almost by accident, she discovered photography. What started as just another college class—a basic introduction to photography—quickly became a calling. Like an image coming into focus, her future was suddenly clear.

Turning Passion into a Profession

That college class flipped a switch for Elizabeth. For her senior project, she compiled a 24-photo portfolio, diving deep into the art of storytelling through images. Soon, she was photographing sports and events for her school, sharpening her skills one shot at a time. Seeing her talent, her parents encouraged her to take photography seriously. By 2013-2014, she launched out on

her own moving to Franklin, Tennessee and starting her business. In 2017 she married her husband Dr. Brandon Scott and moved back to Memphis while he completed a two-year residency specializing in Endodontics. Proving that the best careers don't always start with a grand plan—they often unfold organically.

In the early years, weddings became her main focus. At one point, she was capturing nearly 40 a year. Her husband even joined in, assisting as a second shooter while he was in school. Like many photographers, the pandemic forced her to pivot, but instead of seeing it as a setback, she saw it as an opportunity. Creativity isn't just about capturing moments—it's about finding new ways to move forward. As Elizabeth began to collaborate with several top real estate professionals who saw her natural talent, she further shaped her craft, giving her a new

perspective on how photography can enhance personal branding and marketing in the real estate industry.

A Dream Studio in a Historic Space

For years, Elizabeth dreamed of having her own studio, and in a twist of fate, her mother helped make it happen. She came across an opportunity to purchase a historic church off the Collierville square, built in 1886. Elizabeth and Brandon jumped on it.

The space, though beautiful, needed some serious renovations—foundation repairs, structural work, and modern updates while keeping its historic charm intact. Luckily, Elizabeth's architect father was ready to help bring her vision to life. Much like her approach to photography, she saw the beauty in something that needed a little work and made it her mission to restore it.

The plan? To turn the space into a multi-purpose creative hub. The studio will serve as Elizabeth's personal workspace but will also be available for other photographers to rent. It will double as an event venue, hosting everything from small weddings and baby showers to branding shoots and workshops. Every frame tells a story, and this space will help bring countless new stories to life.

Bringing the Community Together

Elizabeth isn't just about building a business—she's about building community. Her studio will be more than just a photography space; it will be a gathering place. She plans to collaborate with local restaurants and caterers for events, ensuring that the space benefits not just her, but other small businesses in the area as well.



For Elizabeth, this project is more than just business—it's personal. It's about honoring her journey, creating opportunities for fellow creatives, and giving back to the regional Memphis community that has supported her every step of the way.

With a 14ft ceiling and plenty of natural light and flexible space, it will be a photographer's dream and an asset to the community. Just as she captures light in her photos, she's bringing new life and energy to this historic space.

Turning Setbacks Into Comebacks

Of course, restoring a historic building comes with challenges. From dealing with rotted wood to updating outdated electrical systems, there's a long list of to-dos. Elizabeth is working closely with the town of Collierville and through their guidance to make sure the building maintains its original, historic character while becoming a functional, modern space.

For Elizabeth, this project is more than just business—it's personal. It's about honoring her journey, creating opportunities for fellow creatives, and giving back to the regional Memphis community that has supported her every step of the way. Just like she has done throughout her career, she's taking something that could have been an obstacle and turning it into an opportunity.

A Story of Passion, Perseverance, & Opportunity

Elizabeth Looney-Scott's story is proof that obstacles don't define you—your passion, dedication, and ability to adapt do. From overcoming early challenges to building a thriving photography business and bringing a historic space back to life, while also being a mom of a three- and four-year-old, she embodies what it means to turn dreams into reality.

As she moves forward with her studio and continues capturing moments for families, brands, and businesses, one thing is clear—Elizabeth has mastered the art of turning challenges into opportunities, and her impact on the Memphis/Mid-south region is only just beginning.

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MEET JORDAN RAY



FROM TRUCKS TO TRIUMPH - The Relentless Pursuit of Growth

BY JEFF WHITE
PHOTOS BY CALEB NELSON

Meet Jordan Ray—a name that’s making big moves in Memphis real estate. His path to success isn’t your typical story. From driving trucks to closing deals, Jordan’s journey is a testament to the power of persistence, adaptability, and an unshakable drive to keep leveling up.

Always Moving Forward

Jordan grew up in Memphis, bouncing between Tipton County, Millington, and eventually settling in South Haven, Mississippi. Like a lot of us, his first job was at Domino’s Pizza in 2016. But flipping pizzas wasn’t his end game. He had bigger plans.

After heading off to Army boot camp, he started dabbling in investments—crypto, stocks, you name it. That curiosity led him to real estate, and before he knew it, he was brokering labor jobs to contractors and getting a taste of the business. His first big move? Using a HELOC from his primary residence to buy a rental property. That deal lit a fire in him, and he started wholesaling properties while still driving trucks.

Taking the Leap into Real Estate

Jordan isn’t someone who waits for the perfect moment—he creates it. He spent a ton of money learning the ropes, figuring out what works, what doesn’t, and how to talk to sellers. He got obsessed with real estate podcasts like Bigger Pockets, soaking up knowledge any way he could.

By 2023, he was all in. He quit trucking cold turkey—no two-week notice, just straight into his real estate course the next day. That bold move wasn’t just about changing careers—it was about stepping fully into his potential.

Why eXp Realty?

When it came time to pick a brokerage, eXp Realty checked all the boxes. Their commission structure meant he could keep 100% of his earnings after capping, and their stock-buying options gave him another way to build wealth. It was the perfect fit for his wholesaling model.

His time in the Army played a huge role in shaping how he operates. The discipline, structure, and teamwork he learned there help him thrive in real estate. Plus, connecting with other military entrepreneurs has been a game-changer for him. The camaraderie he found in the military now fuels the way he approaches business—always learning, always growing, always pushing forward.

Scaling Up in a Hot Market

As of January 2025, Jordan’s got 16 houses under contract—proof that his hustle is paying off. A lot of that momentum is fueled by investors, and Jordan knows exactly how to help them win. He works with over 30 real estate investors, from experienced cash buyers to first-timers looking for the right deal. His deep market knowledge and investor-friendly approach make him the go-to guy for out-of-state buyers.

Balancing Business and Family

Jordan’s drive is unstoppable, but at the core of it all is family. He’s a dedicated husband and dad, with baby number two on the way. He met his wife overseas during an

Army deployment, and she's been his biggest supporter ever since.

When he's not making deals, he loves playing the drums, video games, and BMX. But for now, he's in full-on grind mode, making sure his family's future is secure. For Jordan, success isn't just about the next deal—it's about building something that lasts.

Overcoming Challenges and Giving Back

Success doesn't come without obstacles, and Jordan's faced his share. From dealing with tricky title issues to tough negotiations, every challenge has made him sharper, more resilient, and more determined to keep climbing.

He's also big on giving back. His favorite charity, Irreverent Warriors, helps prevent veteran suicide through camaraderie and laughter. If he had one wish, it'd be to erase depression from people's lives—a reflection of his deep compassion for others.

What's Next?

Jordan's not just in real estate to sell houses—he's here to build an empire. His goal? Financial freedom through rental properties and smart investments. While being a Realtor® is just a stepping stone, it's a critical part of his journey to long-term wealth.

His message to aspiring Realtors®? Balance is a myth. If you want to win, you've got to go all in. There's always another level to reach, another goal to hit. Keep pushing. Keep growing.

Final Thoughts

Jordan Ray's story is proof that with hustle, resilience, and a willingness to take risks, anything is possible. From pizza delivery to Army deployments, from trucking to real estate, he's built a life on his terms. And he's just getting started.

Keep an eye on this guy—he's going places, and he's not slowing down anytime soon.

Jordan's drive is unstoppable, but at the core of it all is family. He's a dedicated husband and dad, with baby number two on the way.



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Jordan Ray



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FROM FURNITURE TO REAL ESTATE

BY JEFF WHITE • PHOTOS BY BECKY MITCHELL WITH LENS MAN REAL ESTATE PHOTOGRAPHY

For many Memphians, the name Samuels Furniture is synonymous with quality and service. Founded in 1916 by Harry Samuels' grandfather, the family-owned business became a cornerstone of the city's retail landscape. After nearly a century of operation, the store's closure in 2013 marked the end of an era. But for Harry Samuels, the end of one chapter was just the beginning of another. Transitioning from the furniture business to real estate at the age of 62, Harry's story is a testament to resilience, reinvention, and the power of relationships. Today, as a successful agent with Pinnacle Realty, Harry continues to build on the values that made Samuels Furniture a Memphis institution, proving that reinvention is always possible with the right mindset.

Roots that Run Deep

Harry Samuels' story begins not with real estate but in the heart of Memphis, where he grew up in the White Station neighborhood. He's a true Memphis native, so much so that he still remembers the coldest day in 1951—something he shares with a grin during conversations about his childhood. A proud product of White Station School for all 12 years, Harry's connection to the city runs deep.

After high school, Harry ventured to Vanderbilt University, where he earned a degree in Economics and Business Administration. While his roommates pursued law degrees, Harry made a decision that would shape his future—he joined the family business, Samuels Furniture & Interiors, at the age of 22.

"Furniture was in my blood," Harry reflects. "It was more than just a business to me; it was about providing service, helping people find the right pieces to make their homes beautiful."

The Rise and Fall of Samuels Furniture & Interiors

Samuels Furniture & Interiors, founded in 1916, was initially a credit store



where customers could buy furniture and pay over time. Over time, it expanded, driven by the vision of Harry's mother, who after a trip to Chicago, launched an interior design business that helped elevate the family store's offerings. The business expanded to a prime location at Poplar and Yates, where it became known as a high-end furniture dealer.

But as the years passed, challenges began to mount. The 2008 recession hit hard. Like many businesses, Samuels Furniture & Interiors felt the weight of an economy in decline, especially after the Cordova location, once a star performer, was slammed by foreclosures. With mounting debts and a \$40,000 monthly rent, the company was forced to file

for bankruptcy. Despite heroic efforts to turn the business around, it wasn't enough. In 2013, after 97 years of operation, Samuels Furniture closed its doors.

"The hardest part was not the business—it was losing the relationships I had with my customers and longtime employees," Harry admits. "I got to know people's families, their stories.

Meet
Harry D.
SAMUELS

We were a part of their lives. I miss that most.”

A New Chapter

Just when it seemed like Harry’s career had reached a crossroads, an unexpected opportunity came knocking. Harry met an older real estate professional who encouraged him to consider real estate as his next chapter.

“I thought, ‘Why not? I’ve got time to try something new.’ It was a leap of faith, but I’ve always been the kind of person who isn’t afraid to take on a challenge,” Harry says with a laugh.

At the age of 62, Harry passed his real estate course and exam, diving headfirst into the world of real estate. He joined Keller Williams and began building his reputation through referrals—many of which came from his former colleague and now his Broker, Jeanette Lin. In 2017, when Jeanette established Pinnacle Realty, Harry followed her, and his journey in real estate truly began to take flight. In addition to residential, Harry also handles commercial clients whether it be sales, leases, multifamily projects, or property management.

Pinnacle Success: A Modern Approach with Traditional Values

Harry Samuels’ approach to real estate is refreshingly modern, but it’s rooted in the same values that shaped his furniture business. At the heart of his strategy is

a commitment to making personal connections with his clients, coupled with a savvy use of social media and video marketing.

“I realized quickly that social media was a great way to connect with people. It was a platform I could use to share my knowledge and help clients,” Harry explains. “I started by sharing market updates and then got into videos showing off Memphis’ best spots—people love that!”

Harry’s video marketing strategy has paid off. One of his most impactful videos was an explanation of the

“THE MOST IMPORTANT THING IS MAKING SURE MY CLIENTS ARE HAPPY, THAT THEY GET WHAT THEY WANT. IF THEY’RE HAPPY, I’M HAPPY.”

current real estate market, which caught the attention of a long-time Facebook friend who was ready to sell. From that one video it led to over \$2,000,000 in volume and started his video marketing and his moniker Realtor® in the Car. He makes most of his videos sitting behind the steering wheel.

“The beauty of real estate is that every transaction is different. It’s not just about the sale; it’s about building trust and ensuring people feel confident in their decisions,” Harry says. “I like to make sure my clients are always informed and that they feel like they’re

part of the process.. And I try to make sure everything runs as smooth as it can.”

To handle the growing demands of his marketing efforts, Harry hired a virtual assistant from the Philippines, allowing him to focus on his clients while the assistant took care of the technical aspects. This strategic decision has helped Harry continue to build a steady flow of clients and listings.

More than Just Business

While Harry’s success in real estate is undeniable, it’s his deep connection to Memphis

that truly sets him apart. He’s not just a real estate agent; he’s a community advocate. Through his Facebook and Instagram videos, Harry shares his love for Memphis, spotlighting everything from local breakfast spots to the festivals that make the city unique.

“Memphis is my home,” Harry says. “I want to show people what’s great about it—not just the properties but the culture, the people, and the experiences that make this city special.”

Harry’s community videos serve as both marketing tools and a way to build

rapport with locals. “People feel like they know you when you share something personal. It helps build trust, and trust is everything in this business.”

A Legacy of Customer Service

Much like in his furniture days, Harry Samuels’ philosophy in real estate is grounded in customer satisfaction. “The most important thing is making sure my clients are happy, that they get what they want. If they’re happy, I’m happy,” he shares. This approach is not only about closing deals but about fostering trust and building long-term relationships.

One of his proudest moments in marketing came when he worked with Fred Smith, the founder of FedEx. After receiving a marketing letter from Harry, Smith bought a significant amount of furniture from Samuels Furniture. The story highlights how Harry’s approach to marketing, personal service, and attention to detail left a lasting impact on one of Memphis’ most influential business leaders.

Still Going Strong

Looking ahead, Harry D. Samuels is not slowing down. “I’m proud of what I’ve accomplished, but there’s always more to do,” Harry says. “I’ll keep pushing forward and helping clients achieve their goals. There’s no limit to what can be done if you’re willing to put in the work.”



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MEET Larry WEBB

Building Dreams, One Home at a Time

BY JEFF WHITE
PHOTOS BY
ELIZABETH
LOONEY
PHOTOGRAPHY

Larry Webb's story isn't just about selling houses—it's about turning dreams into reality. Growing up in the Mid-South, life wasn't always easy, but those challenges only fueled his determination. In a neighborhood where security was a big focus, he learned early on the importance of resilience and vision. Instead of letting obstacles define him, he used them as motivation, making bold moves that led to a thriving real estate career. Now, he's helped thousands of people not just find a house, but a true place to call home and a brighter future.



From Tough Beginnings to Finding His Purpose

Larry always knew he wanted something more. His first adult job was at a fabrication shop, but it didn't take long for him to realize it wasn't his calling.

"I hated it," he says bluntly. "I started skipping work some days just because I couldn't stand it. I knew I wasn't meant to be there."

Looking for a way out, he started flipping cars. "I had a knack for buying low and selling high," he says. "One day, a friend saw me close a deal and told me, 'Man, you should be in real estate.' That stuck with me."

Taking the Leap Into Real Estate

Larry's entry into real estate wasn't traditional. "I found

my first house, knocked on the door, talked to the owner, and made a deal—just like that," he says. "A friend told me I needed a Realtor®, so I called one. He wrote the offer and told me, 'You should get your real estate license.' That was the moment I knew this was it."

In 2000, Larry got licensed and hit the ground running. His determination quickly paid off—he was named Rookie of the Year and soon became one of the top-producing agents in the region. "I told myself, if I'm doing this, I'm going all in," he says. "That meant learning everything, putting my clients first, and doing the hard work others wouldn't."

From Headliners to Homes

Before he built his real estate empire, Larry honed his business

skills in an unexpected way—replacing car headliners.

"People thought I was crazy, but I saw an opportunity," he says. "Other shops were charging way too much. I figured if I did it faster and cheaper, I'd always have customers. And I was right."

His business took off, with word-of-mouth spreading fast. The lessons he learned—customer service, pricing strategy, and the value of hard work—became the foundation of his future success in real estate.

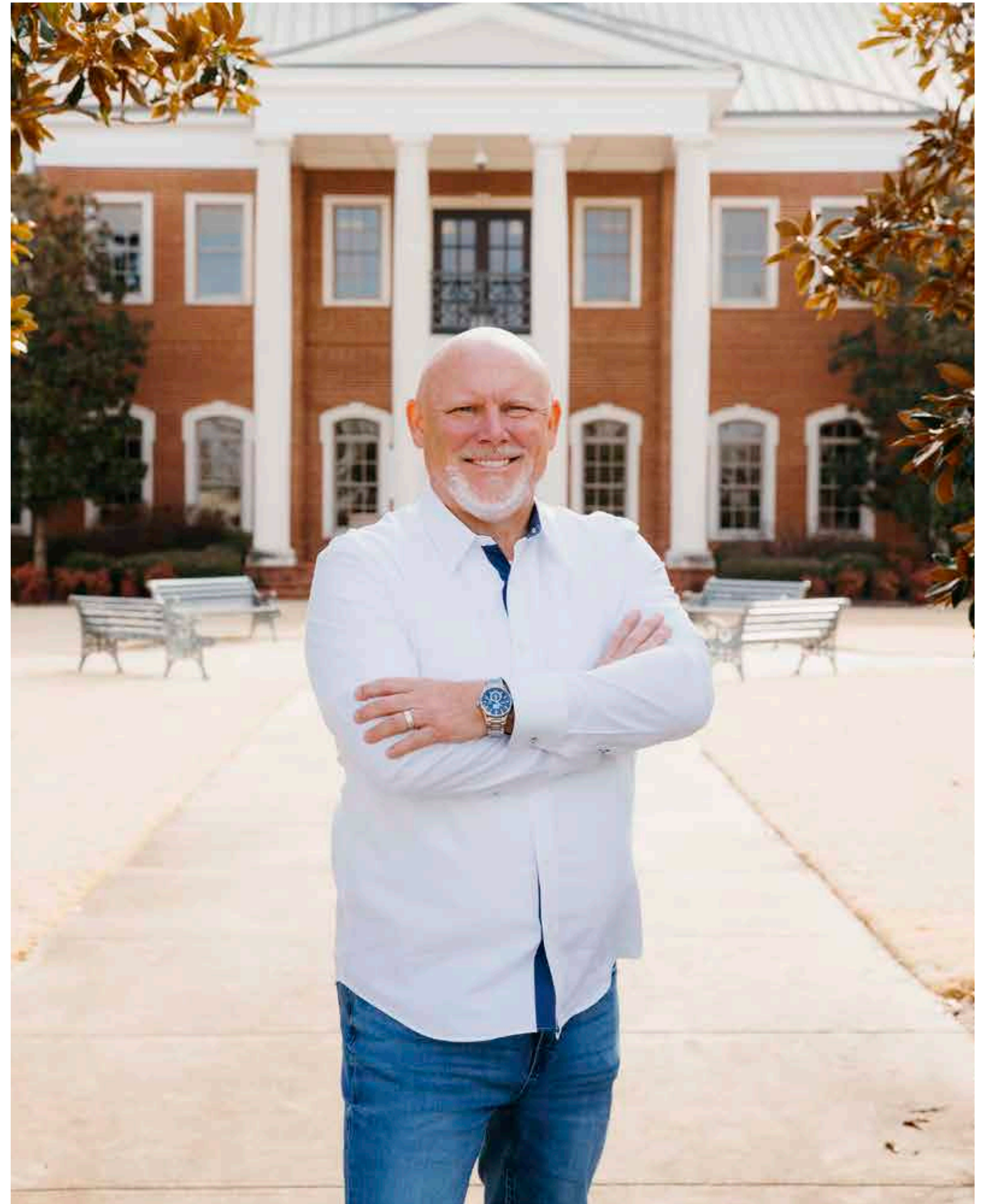
"That business taught me how to hustle," he says. "It taught me that if you take care of people, they'll come back and send their friends. That's a lesson I carried into real estate."

The Birth of Dream Maker Realty

In 2006, after building his personal brand under a national brokerage, Larry took a leap of faith and started his own company—Dream Maker Realty.

"I wanted to create something bigger than just selling houses," he says. "I wanted to build a company that helped people achieve their dreams—whether they were buying a home or building a career in real estate."

The timing couldn't have been worse. The 2008 housing crash





“

I DON'T JUST WANT MY AGENTS TO SELL HOUSES. I WANT THEM TO BUILD A LIFE THEY LOVE. THAT MEANS BALANCING WORK AND PERSONAL LIFE, MAKING SMART INVESTMENTS, AND ALWAYS PUTTING PEOPLE FIRST.”

hit just two years later, but Larry refused to give up.

“I saw families struggling, people losing their homes,” he remembers. “I had to be brutally honest with clients about their situations, but they appreciated that. I wasn’t just trying to sell—I was trying to help.”

Despite the challenges, Dream Maker Realty survived and grew. Today, it’s home to nearly 30 agents, and Larry has his sights set on reaching 25 more in 2025.

“I don’t just want my agents to sell houses,” he says. “I want them to build a life they love. That means balancing work and personal life, making smart investments, and always putting people first.”

More Than Just a Business

For Larry, real estate is about relationships.

“People don’t want to be sold to,” he says. “They want someone who listens, someone who understands their needs. My job isn’t to sell a house—it’s to help people make the best decision for their future.”

That philosophy has earned him a reputation as a trusted advisor.

“I ask my clients the hard questions,” he explains. “I spend their money like it’s mine. And if



buying or selling isn’t the right move for them, I tell them. That honesty is what sets me apart.”

Larry’s passion for service extends beyond real estate. He and his wife Laurie, who has been a licensed broker in Mississippi for 19 years, manage multiple rental properties and give back to the community through programs like Back-to-School Backpacks and Santa Wish Lists.

“Giving back is important,” he says. “If we’re blessed, it’s our job to bless others.”

Larry has served on the Olive Branch Chamber of Commerce Board and the Northwest Mississippi Realtor Association Committees and Board in the past. As a member of four MLS Boards—MAAR (Memphis), MLS United (Northwest MS and covering a large part of MS), Oxford (Central), and Golden

Triangle (Starkville/Columbus)—he stays actively engaged in the real estate community.

When Larry isn’t working, he enjoys spending time on his tractor and maintaining their property. “We go through different stages of life, and right now, I’m really enjoying the peace of working on our land,” he says.

Looking to the Future

After 25 years in real estate, Larry’s drive hasn’t faded.

“The market is shifting,” he says. “Inventory is climbing, sellers are making price reductions, and buyers have more power. My experience is more valuable now than ever.”

He’s also focused on helping his agents navigate the industry.

“There’s enough for everyone,” he says. “If you work hard

for your clients, success will come. But you have to be willing to put in the work.”

And if he weren’t in real estate?

“I’d be in estate planning,” he says. “Helping people secure their future—whether through real estate or planning—is what I love.”

A Legacy of Impact

Larry Webb didn’t just build a business—he built a legacy. His journey from a fabrication shop to one of Memphis’s top real estate professionals is proof that success isn’t about where you start, but how hard you’re willing to work.

“At the end of the day, it’s not just about selling houses,” he says. “It’s about making a difference in people’s lives. That’s what keeps me going.”

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REMEMBERING LEE McWATERS

A Legacy in Memphis Real Estate

On March 28, 2024, the Memphis real estate community lost a tremendous leader, pioneer and friend, Lee McWaters. Lee was owner and president of McWaters & Associates Realtors. He was MAAR Realtor of the Year in 2004, served as President of Memphis Area Association Realtors (MAAR) in 2019, and served on the Board of MAAR for many years along with the Ethics and Governmental Affairs Committees. He took tremendous pride in working side by side with his beloved mother, BeBe. Now, a year after his passing, we wanted to take a look back at some of the ways Lee impacted the real estate industry through the eyes of several who knew him well.



“Lee is one of the influential people that brought me into real estate. I don’t necessarily have a single funny story or impactful moment with Lee, but rather his whole being was one of a person who had a lust for life. He had that special power to make everyone he met feel like they had known him forever. He was just that person that carried himself in a way that made everyone feel like he was part of your family. His impact on the local real-estate community is hard to put in words. He did so much for so many. This was the impact that I personally feel he left all of us. One of love, honor, loyalty, kindness, knowledge, and charity. He will be greatly missed by so many, and those that he left behind will struggle to live the example that he set every day.”
- David Schuler



“Lee was a shining light in our office and community! His enthusiasm and positive outlook on life was contagious. The impact he made on my life will never be forgotten. I love and miss Lee everyday! The last time I saw Lee in March 2024, I visited him at his home right before he entered hospice. It was the most beautiful, sunny spring afternoon, and



we sat and chatted about business and the future of McWaters & Associates. In true Lee fashion, he started the conversation with “being broker is hard work, but we sat together for over an hour while he gave me advice, tips, and the most loving support. Although Lee was physically deteriorating, his handsome smile still lit up the room. I’ll never forget sitting there together, enjoying the silent moments, listening to his mom, Bebe’s, wind chimes jingle in the wind.” - Julie Upchurch

“Lee was always helping others and really cared about them. The McWaters are one of the most loving families to be a part of and I’m blessed to be part of it. Lee fixed me up on a blind date with his brother and we have been married for 35 years so it turned out pretty well for me.” - Penne McWaters



“Always made me smile with his charming smile and made me laugh with his quick wit! A true professional realtor. I was amazed how strong he was during his painful illness. He kept a smile on his face for his agents and family. I don’t know how he did it. He was remarkably strong for others.”
- Laurie McBride Connors



“Lee was ever the encourager. He always made me feel like I was part of his family. I feel forever blessed that I got to learn real estate from two of the best: Lee and his mom Bebe. I’m convinced that if you went to the board of realtors and asked a crowd, how many of you were one of Lee’s best friends that half of the room would raise their hands. He was such a fun and genuine guy and everyone loved to be around him.”
- Tracie Stephens

“Lee was my mentor when I served as President of Memphis Multi Million Dollar Club! Even though he was sick, one would never know! He wanted to help all the time and his wisdom and friendship will never be forgotten! He was truly one of a kind and left his mark on the Memphis Real Estate Community for many years to come.”
- Nancy Huddleston



“There was no finer man than Lee. He was always a gentleman. I loved to work with him on sales, committees, fun events...everything. A broker that everybody loved! I remember he had the most incredible costume for the youth villages fun run one year, I just can’t remember who he was!!” - Meredith McDonald

“I went through a difficult time when our brokerage basically split in half. I leaned into Lee for guidance as he was always a friend who gave solid advice. Being Lee, his advice was to pray about it. Not to make a rash decision when others were. Wow. When I look back, I think he had my broker’s back (those two had an incredible relationship), but he really had MY back. Lee did not want me to make a decision I would regret. Lee was right. I am SO grateful I took his advice. I miss Lee every time I think about it. I also miss Lee because he was such a loyal friend. Salt of the earth. Genuine. I miss him every day.” - Eleanore Maynard



“Lee was a thoughtful leader and truly cared about how he made others feel. Lee had an amazing ability to make you feel heard and seen. Lee was a huge supporter of our Benevolent Fund and the MAAR Cup Tournament that raises money for the Fund. Lee was always willing to do any goofy thing we asked him to do and we have some priceless, hilarious videos of Lee in costume promoting the Tournament. He had a huge heart!” - O'Hara Keszler

“Early in our acquaintance I knew Lee to present a professional and pleasant demeanor in our casual interactions. As time went along we had the much more serious and intricate interactions that come with transactions and I quickly learned that the facade was an exact reflection of the character, kindness and empathy he possessed inside. We all know doing deals can be a true test and Lee was ALWAYS a gentleman through and through no matter about the stress of the deal. We came to understand and deeply appreciate our aligned philosophies and although we knew the likelihood was pretty remote, we had fun pondering the idea of merging our companies, McWaters and Marx-Bensdorf. Considering how to name the company was the comical part in that we’d have to flip a coin on which name came first given they both start with an M. We joked about dominating the entire world of Real Estate from a World Headquarters in little Memphis, Tn. It’s overstated to easily, but Lee truly set and example to follow.”
- Jimmy Reed



“We became friends when we served on the MAAR board of directors together starting in 2017. Lee was a calm and encouraging presence in my life. Where I may react quickly and harsh, he was calm and thoughtful. He taught me a lot about how to respond to conflict and adversity with care and patience. I still consider it an ideal to strive for in my life and I think about him often when I’m struggling with my reactions to people and circumstances that are beyond my control.”
- Kathryn Garland



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